

Message Text

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53

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 EA-09 /029 W

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R 141053Z AUG 75

FM AMEMBASSY SOFIA

TO USDOC WASHDC

AMEMBASSY VIENNA

INFO SECSTATE WASHDC 43

UNCLAS SOFIA 1692

USDOC FOR BEWT/TDAD; VIENNA FOR EWTC;

SECSTATE ALSO FOR EUR/EE

E.O. 11652: N/A

TAGS: BEXP, BU

SUBJECT: TECHNIKA REQUEST TO RE-OPEN CONTACTS WITH CARBORUNDUM

1. BULGARIAN FTO TECHNIKA, WHICH PURCHASES FOREIGN LICENSES, ENLISTED OUR COOPERATION IN REACTIVATING THEIR CONTACTS WITH U.S. FIRM CARBORUNDUM ABOUT PURCHASE OF LICENSE AND EQUIPMENT FOR PRODUCTION OF ABRASIVES IN BULGARIA. IN APPROACH TO AMBASSADOR, TECHNIKA DIRECTOR ANTONOV SAID HIS ORGANIZATION HAS OFFERS FROM SWISS AND JAPANESE FIRMS ON THIS PROJECT, BUT IS NOT SATISFIED. ANTONOV SAID HE IS UNDER PRESSURE TO MAKE DECISION PRIOR TO END OF THIS YEAR.

2. WHAT MAKES ANTONOV'S APPROACH INTERSTING IS THAT HE HINTED THAT PRODUCTION OF ABRASIVES IN BULGARIA WOULD ALSO BE OF ASSISTANCE TO OTHER EASTERN EUROPEAN COUNTRIES. IN OTHER WORDS, CARBORUNDUM SHOULD NOT LOOK AT THE BULGARIAN PROJECT AS ONE CIRCUMSCRIBED BY THE SIZE OF BULGARIA'S INTERNAL MARKET.

3. TECHNIKA HAD BEEN DEALING ON THIS PROJECT WITH CARBORUNDUM'S VIENNA REP, BUT SPECIALISTS FROM US HAVE ALSO VISITED HERE FOR TALKS. EMBASSY WOULD APPRECITE BOTH CARBORUNDUM IN U.S. AND THEIR VIENNA REP BEING CONTACTED TO CONVEY BULGARIAN EAGERNESS TO PURSUE
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NEGOTIATIONS AND TO DETERMINE DEGREE OF THEIR INTEREST.

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Message Attributes

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